

Message Text

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PAGE 01 KUWAIT 02672 01 OF 02 260817Z

11

ACTION NEA-09

INFO OCT-01 EUR-06 ISO-00 EB-05 RSC-01 DRC-01 /023 W

----- 031879

R 260745Z JUN 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 0081

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY LONDON

AMEMBASSY TEHRAN

LIMITED OFFICIAL USE SECTION 1 OF 2 KUWAIT 2672

EO 11652: NA

TAGS: BMEP, ENRG, KU

SUBJ: GOK ANNOUNCES MAJOR PROJECT: PREQUALIFICATION REQUIREMENTS
FOR SEVERAL LPG TENDERS

REF: A) KUWAIT 1661 (NOTAL); B) KUWAIT 1775 (NOTAL)

BEGIN UNCLASSIFIED

SUMMARY: GOK HAS ANNOUNCED PREQUALIFICATION REQUIREMENTS FOR
STEAM BOILERS, STORAGE TANKS, AND COMPRESSORS AND DRIVERS TO
BE UTILIZED IN LPG PROJECT FOR WHICH INITIAL TENDERS ARE EXPECTED
SOMETIME AUGUST-OCTOBER. COMPOSITION OF EQUIPMENT CALLED FOR IS
SIMILAR TO THAT OUTLINED IN REF B. EMBASSY REQUESTS COMMERCE,
BEIRUT AND TEHRAN GIVE THIS ANNOUNCEMENT WIDE CIRCULATION AND
REQUEST LONDON, BEIRUT AND USDOC FOLLOW-UP WITH BECHTEL FOR
ADDITIONAL INFORMATION. END SUMMARY

1. FULL TEXT OF ANNOUNCEMENT FOLLOWS:

"KUWAIT GAS UTILIZATION PROJECT

THE KUWAIT GAS UTILIZATION PROJECT (KGUP) WILL BE INVITING OFFERS
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PAGE 02 KUWAIT 02672 01 OF 02 260817Z

IN THE NEAR FUTURE FOR THE SUPPLY OF THE FOLLOWING EQUIPMENT FOR

ITS PROPOSED NEW PLANTS IN KUWAIT.

STEAM BOILERS

FOUR NATURAL CIRCULATION BOILERS WILL BE REQUIRED, BUILT IN ACCORDANCE WITH ASME BOILER CODE, EACH GENERATING 400,000 TO 500,000 LB/HR OF STEAM AT 900 PSIG AND 820 DEGREES F. NORMAL FUEL WILL BE NATURAL GAS.

TANKS

THE FOLLOWING STORAGE TANKS WILL BE REQUIRED:

(A) THREE FIXED ROOF REFRIGERATED AND INSULATED TANKS EACH TO HOLD 250,000 BBLS (OR CONSIDERABLY MORE) OF PROPANE AT 0.2 TO 0.3 PSIG, TO BE SUPPLIED COMPLETE WITH ASSOCIATED REFRIGERATION AND VAPOUR RECOMPRESSION FACILITIES.

(B) THREE FIXED ROOF, REFRIGERATED AND INSULATED TANKS EACH TO HOLD 250,000 BBLS (OR CONSIDERABLY MORE) OF BUTANE AT 0.2 OR 0.3 PSIG, TO BE SUPPLIED COMPLETE WITH ASSOCIATED REFRIGERATION AND VAPOUR RECOMPRESSION FACILITIES.

(C) THREE FLOATING ROOF TANKS EACH TO HOLD 400,000 BBLS (OR CONSIDERABLY MORE) OF NATURAL GASOLINE.

(D) FIVE CONE ROOF EPOXY LINED TANKS EACH TO HOLD 5,500 BBLS OF WATER.

(E) ONE SPHERE TO HOLD 50,000 BBLS OF PENTANES AT 20 PSIG. TANKS WILL BE GENERALLY IN ACCORDANCE WITH API 620.

COMPRESSORS AND DRIVERS

THE FOLLOWING ITEMS WILL BE REQUIRED:

(A) EIGHT CENTRIFUGAL COMPRESSORS IN THE SIZE RANGE 14,000 TO 37,000 BHP, DRIVEN BY STEAM TURBINES.

(B) TWENTY CENTRIFUGAL COMPRESSORS IN THE SIZE RANGE LIMITED OFFICIAL USE

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PAGE 03 KUWAIT 02672 01 OF 02 260817Z

1,300 TO 24,000 BHP, DRIVEN BY GAS TURBINES. (FUEL WILL BE NATURAL GAS.

THESE MACHINES WILL BE USED FOR COMPRESSING NATURAL GAS, PROPANE, BUTANE, ETC, AND WILL DISCHARGE AT PRESSURES UP TO 900 PSIG. THEY WILL BE PURCHASED COMPLETE WITH DRIVING MACHINE AND AUXILIARIES. COMPRESSORS WILL BE IN ACCORDANCE WITH API 617, STEAM TURBINES WITH API 612 AND GAS TURBINES WITH API 616.

GENERAL

THE ABOVE-MENTIONED QUANTITIES AND SPECIFICATIONS MUST BE TAKEN AS A PRELIMINARY AND APPROXIMATE INDICATION OF REQUIREMENTS ONLY AND MUST IN NO WAY BE TAKEN AS DATE FOR PURCHASE OR MANUFACTURING ACTION. DELIVERY IS REQUIRED TO ENABLE COMMISSIONING OF THE ABOVE MENTIONED EQUIPMENT IN LATE 1977.

PRE-QUALIFICATION

BIDS WILL BE INVITED FROM A SELECTION OF THOSE MANUFACTURERS WHO BEST SATISFY THE PRE-QUALIFICATION REQUIREMENTS.

PRE-QUALIFICATION REQUIREMENTS
BOILERS, TANKS, COMPRESSOR SETS
QUESTIONNAIRE

1. NAME AND ADDRESS OF COMPANY.
2. NAME AND ADDRESS OF LOCAL AGENT.
3. TYPE OF EQUIPMENT OFFERED (ANSWER: EITHER BOILERS OR TANKS OR COMPRESSOR SETS).
4. STATE NUMBER OF PLANTS/FACTORIES AND THEIR LOCATION THAT YOU HAVE AVAILABLE FOR MANUFACTURE OF THE EQUIPMENT OFFERED.
5. STATE LATEST DATE FOR PLACEMENT OF FIRM ORDER WHICH WILL ENABLE DELIVERY, ERECTION AND COMMISSIONING (USING NORMAL PROCEDURES) BY OCTOBER, 1977.
6. ARE YOU WILLING TO ENTER INTO A CONTRACT FOR THE TOTAL LIMITED OFFICIAL USE

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PAGE 04 KUWAIT 02672 01 OF 02 260817Z

MAINTENANCE OF THE EQUIPMENT TO BE SUPPLIED? IF SO, STATE DURATION.

7. WHAT TRAINING FOR OPERATION AND MAINTENANCE ARE YOU ABLE TO PROVIDE BEFORE AND AFTER COMMISSIONING?

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PAGE 01 KUWAIT 02672 02 OF 02 260831Z

11

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AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY LONDON

AMEMBASSY TEHRAN

LIMITED OFFICIAL USE FINAL SECTION OF 2 KUWAIT 2672

8. WILL THE MAJOR ITEMS OF EQUIPMENT YOU OFFER BE ENTIRELY OF YOUR OWN OR YOUR SUBSIDIARY COMPANY'S DESIGN AND MANUFACTURE? (ANSWER YES OR NO. IF NO, SPECIFY MANUFACTURER'S NAME(S)).

9. WHAT MAJOR ITEMS OF EQUIPMENT WILL BE BUILT AND/OR SUPPLIED UNDER LICENSE FROM ANOTHER MANUFACTURER? (LIST EQUIPMENT LICENSER'S NAME).

10. WHAT RELEVANT CODES AND STANDARDS IN ADDITION TO THOSE QUOTED ABOVE, CAN YOU DESIGN AND MANUFACTURE TO?

11. PROVIDE A BALANCE SHEET FOR YOUR COMPANY FOR EACH OF THE LAST THREE YEARS TOGETHER WITH ANY OTHER EVIDENCE OF FINANCIAL RESOURCES.

12. PROVIDE A COPY OF GUARANTEE YOU NORMALLY GIVE WITH YOUR EQUIPMENT. (ONLY GUARANTEE PERIODS COMMENCING AT DATE OF INITIAL COMMISSIONING WILL BE ACCEPTABLE).

13. PROVIDE REFERENCE LIST SHOWING NUMBERS AND LOCATION OF BOILERS/TANKS/COMPRESSORS OF SIMILAR SIZE AND CHARACTERISTICS TO THOSE OFFERED WHICH YOUR COMPANY HAS BUILT AND COMMISSIONED.

14. PROVIDE DATA TO DEMONSTRATE THE LONG TERM RELIABILITY OF LIMITED OFFICIAL USE

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PAGE 02 KUWAIT 02672 02 OF 02 260831Z

EQUIPMENT OFFERED.

INTERESTED COMPANIES SHOULD DETACH AND COMPLETE THE ABOVE-MENTIONED QUESTIONNAIRE AND RETURN IT BEFORE 31ST JULY, 1974, TO:

MINISTRY OF FINANCE AND OIL
P.O. BOX NO. 9
KUWAIT, STATE OF KUWAIT
ATTENTION: KGUP PROJECT MANAGER

A SEPARATE QUESTIONNAIRE SHEET SHOULD BE COMPLETED FOR EACH TYPE
FO EQUIPMENT OFFERED. ADDITIONAL COPIES ARE AVILABLE FOR CALLERS
ONLY FROM THE MINISTRY OF FINANCE AND OIL, KUWAIT (3RD FLOOR).

ALL COMPLETED QUESTIONNAIRES MUST BE ACCOMPANIED WITH A
CERTIFICATE(S) OF COMPLIANCE WITH ARAB BOYCOTT OFFICE
REGULATIONS." END QUOTE

2. REQUEST COMMERCE, BEIRUT AND TEHRAN GIVE THIS ANNOUNCEMENT
WIDE CIRCULATION AMONG APPROPRIATE COMPANIES. POST HAS HAD
NUMBER OF INQUIRIES FROM GOOD REPUTABLE LOCAL FIRMS SEEKING
REPRESENTATION AGREEMENTS WITH U.S. COMPANIES FOR PROJECT.
(SUCH AGREEMENTS MANDATORY IN KUWAIT). ANY COMPANIES NEEDING
AGENT RECOMMENDATIONS MAY WRITE OR CABLE THE EMBASSY FOR
ASSISTANCE. END UNCLASSIFIED

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4. AS MOST ADDRESSEES AWARE, BECHTEL IS DOING ENGINEERING FOR
LPG PROJECT. BELIEVE WE SHOULD FULLY EXPLOIT THIS ADVANTAGE BY
HAVING EMBASSIES LONDON AND BEIRUT AND COMMERCE'S SAN FRANCISCO
FIELD OFFICE FOLLOW-UP WITH BECHTEL OFFICES IN THEIR RESPECTIVE
CITIES TO DEVELOP ANY COMMERCIAL INTELLIGENCE WHICH MAY PROVE
USEFUL TO U.S. COMPANIES.

5. SUGGESTED BECHTEL REPS TO CONTACT INCLUDE LONDON, J. KEITH
ELLIOT; BEIRUT, T.P. LIMBER; AND SAN FRANCISCO, JOHN E. STUBBS.
USEFUL INFORMATION COULD INCLUDE EQUIPMENT/ CONSTRUCTION
SPECS OF ALL FUTURE TENDER PACKAGES CONNECTED WITH PROJECT,
LIKELY TIMING OF TENDER ANNOUNCEMENTS, U.S. AND FOREIGN COMPANIES
DEEMED MOST LIKELY TO COMPETE FOR CONTRACTS, BECHTEL'S VIEWS ON
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PAGE 03 KUWAIT 02672 02 OF 02 260831Z

COMPETITIVENESS U.S. FIRMS, AND ANY OTHER RELEVANT INFO THOUGHT
USEFUL FOR U.S. COMPANIES. WE WOULD HOPE MEPD COULD ASSIST IN
OUTLINING MOST USEFUL INFO. POST WISHES TO RECEIVE ANY RELEVANT
INFORMATION AND DOCUMENTS FURNISHED. END LIMITED OFFICIAL USE
MCCLELLAND

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